



ASUSTEK

1Q 2023 Investor Conference



IN SEARCH OF INCREDIBLE

Q & A

1. Is there any improvement in the current PC competition situation? Is there any recovery in PC demand in different regions, such as the U.S., Asia Pacific, China, or Europe? How's the demand and channel status in each region?

A: Please refer to webcast 32:09.

2. As the company guided 5% quarter-on-quarter decline in component business in Q2 2023, does it reflect the weakening demand? Is there difference between motherboard and graphics card business? Will new VGA models continue to drive revenue growth momentum?

A: Please refer to webcast 36:55.

3. Which business group is responsible for the new gaming handheld products? As gaming handhelds will require gaming contents, will ASUS plan to invest in or develop gaming contents?

A: Please refer to webcast 38:53.

4. The company mentioned that gaming has accounted for 50% of the brand's revenue. What's the proportion and revenue growth targets for gaming in the future? What is the revenue contribution of the new product gaming handheld this year?

A: Please refer to webcast 41:10.

5. Will the company be more aggressive on managing component pricing and further improve the margin? Can you give us more colors on the pricing trends for PC key components?

A: Please refer to webcast 42:58.

6. The company mentioned that the business operation improvement in Q2 2023 will be better than expected. Do you expect to turn profitable in Q2 2023?

A: Please refer to webcast 46:42.

7. Does the launch of gaming handheld ROG ALLY overlap with the targeted customers of ROG phone? What's the smartphone shipment target for this year?

A: Please refer to webcast 48:08.

8. What is ASUS shipment target for gaming PCs in 2023?

A: Please refer to webcast 52:08.

9. Which business group is the revenue of server business recognized in? What is the revenue share and amount now? What is the revenue growth target in the next few years?

A: Please refer to webcast 53:41.

10. Will ASUS continue to see declining inventories in Q2 2023?
What does ASUS see as a reasonable inventory level?

A: Please refer to webcast 55:44.

11. Asus guided PC business to grow 20% QoQ in Q2 2023. What segments will be the main growth drivers? Will it come from consumer, gaming or commercial PCs? Some companies have seen that the demand for commercial PCs has picked up. What is ASUS view on consumer and commercial PCs?

The business operation is likely to be better than expected in Q2 2023. Will PC shipments grow by over double-digits in Q3 2023?

A: Please refer to webcast 58:03.

12. For ASUS new strategic business gaming handhelds and servers, how much R&D expense will be invested in these new business? Will it result in significant increase in operating expense?

ASUS has achieved growth that exceeded the market when demand was weak, but sometimes still faced the risk of market volatilities, including the excessive inventories in the past few quarters. Does ASUS have a better management strategy to avoid inventory issues?

A: Please refer to webcast 1:00:32.